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See Charles

MR HAWKE'S VISIT: TRADE AND INVESTMENT CONFERENCE

Thank you for your letter of 17 May approving the proposed arrangements for the Prime Minister's participation in the Australia-UK Trade and Investment Conference on 22 June.

As requested, I attach a draft, which has been approved by my Secretary of State, of the short speech which we think the Prime Minister should make in the final session of the Conference. It uses Christian name terms for the various dramatis personae. The Foreign and Commonwealth Office have proposed that the Prime Minister should refer, in the penultimate paragraph, to the creation of 10 annual Scholarships by BTR for Australian postgraduates to study in British Universities, to be funded jointly by BTR and the FCO.

I also enclose the latest version of the Conference programme. It is still planned that Senator Button will present the overall findings of the Conference at 4:30 pm, and that he will be followed by Mr Hawke who, in a 2-3 minute statement, will endorse these findings and make his closing remarks. The Prime Minister would then speak for a few minutes on the lines of the draft expressing her gladness that the Conference originally proposed by her to coincide with Mr Hawke's return visit to the UK had taken place and had been a success. She would also confirm that the UK Government warmly welcomes investment in the UK by Australian companies, and that we want to see further increases in the flow of trade and investment between the two countries. My Secretary of State as host and co-chairman, would then bring the Conference to a close. A draft of his closing remarks is also attached. This order



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of events would enable the Prime Minister to leave the Conference soon after 4:50 pm. I understand she has an engagement at No 10 at 5 pm.

I should be grateful if you would let me know the precise time of the Prime Minister's planned arrival at the Conference. What I would propose is that she should arrive at 4:25 pm, to be met by Lord Young and Senator Hutton, and be taken to the Nightingale VIP suite where Mr Hawke will be waiting. There should then be a photo-call in the West Foyer, after which the party would enter the Churchill Auditorium. I should be grateful if you could let me know if the Prime Minister would be content with this, and whether we should arrange an autocue for her speech.

I am copying this letter to Bob Peirce at the FCO.

Yours sincerely

BEN SLOCOCK
Private Secretary

DRAFT

CLOSING SPEECH FOR SECRETARY OF STATE AT TRADE AND INVESTMENT

CONFERENCE: 22 JUNE 1989

You have now heard all the speeches, including closing speeches by the Prime Ministers of Australia and the United Kingdom.

It is very fitting that Bob Hawke and Margaret Thatcher should have put their personal seal of approval on today's proceedings by their presence at this final session of the Conference. I am very grateful to them and also to John Button for his clear and succinct summing-up of the general conclusions which we have together reached.*

I am confident that two-way trade and investment will be given a permanent boost by the Conference. I expect that many of you here will have made new contacts, and will have formed new impressions of the scope offered by the expanding markets in the two countries and their potential as springboards to wider markets in their regions. I am sure you will want to follow-up the Conference in whatever way best suits the interests of your business.

For my part, I would like to build on the interest I have detected among Australian delegates in the possibility of

setting up some kind of base in the UK both because of the potential of the UK market itself and because of its attractions, which are highlighted in the Coopers & Lybrand report, as a bridgehead for wider operations in the Single European Market.

To this end, I shall be asking the Head of my Department's Invest in Britain Bureau, Chris Priston, to make a special visit to Australia in the autumn to give presentations on the advantages of the UK as a location for direct manufacturing investment within the European Community. If he were to find sufficient interest among Australian companies in direct manufacturing investment in the UK, the Bureau would aim to recruit a party of up to 14 Australian companies for an inward mission to the UK in 1990. They would have the opportunity during such a visit to meet all the regional and territorial development agencies, to hear what help and what possible financial incentives were available, and to visit potential factory sites themselves. I very much hope that Australian companies, including some of those represented here today, would take advantage of the opportunity to visit the UK in this way. As a fall-back, if the inward mission idea did not take off, it might be possible to set up a full-scale IBB seminar, involving a DTI Minister as a key speaker, supported by all the UK's regional and territorial development agencies, in Australia some time next year. If that were the case, given my great liking for the country, I hope I would be the Minister concerned!

I would now like to draw the proceedings of the Conference to a close. I have found it a most enjoyable and stimulating occasion, and I hope you all have too.

Senator Button is hosting a Reception for delegates and other guests in the Fleming room where we had lunch. I look forward to being with you again there.